**Chris Blake**

**Technical Director/Business Development**



I am a Technical/Business Development Manager who has progressed from humble beginnings to being an expert in the transmission sector. I have a strong background in diverse technical support (and sales) which for the last 20 years has taken me around the world. My role as Board Director at KBC Networks and Clear Vision Technologies has given me the platform to deliver in-depth support presentations as well as sales pitches to some of the biggest technology companies in the UK and Europe. The ability to contribute instrumentally to sales wins *and* offering the best technical support and training are two underused skills at director level, but it is a strategy I have adopted throughout my entire career. I have an excellent knowledge, gained over many years, of the security & Surveillance market and an understanding of systems.

EXPERIENCE

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Maidstone, Kent

PROFILE

INFORMATION

**Sales Manager UK & Ireland**

Comnet by Acre

Jan 2024 to current

Comnet are a transmission (Ethernet switches/Media converters) over fibre in the security industry.

Responsibilities:

* Managing sales channels in UK & I
* Training distributors
* Searching new companies SI’s etc to work with
* Target growth of 20% in the first year

Achievements:

* Introducing new partner in the edge compute business
* Agreeing a compute deal with Siemens security

**Operations Manager**

Brook Security Ltd

Jan 2023 – Dec 2023

Brook Security are an installer of security/access control systems of long standing. Sold in 2024 to Spy Alarms

* Running team of 6 engineers/installers.
* Managing 4 contractors
* Purchasing all parts for jobs
* Opening/closing the shop each day.
* Delivered many installations on time and problem free.
* Personally looked after some individuals of high worth/celebrity

**Business Development Manager**

Secure Engineering | October 2021-October 2022

Secure Engineering are an integrator/installer of security systems with over 30 years standing.

* Sourcing new customers and designing CCTV/access control/intruder alarm systems for industrial organisations
* Onboarding new customers by providing surveys of existing systems and recommending upgrades and systems solutions
* Provision of system drawings where required
* Marketing – social media and website responsibility

Achievements:

* Successfully engaged 3 new major customers within 3 months, approx. worth £400k
* Upsold to include maintenance
* Improved Google indexing to increase visibility of offerings
* Increased database from 50 – 1000 contacts

**Technical/Business Development Director**Clear Vision Technologies | September 2016 – September 2021

CVT is a specialised distributor of IP, wireless and fibre optic transmission equipment.

* CPD accredited presentations to consultants - webinar or in-person presentations.
* Sales support/business development including training and demonstrations to consultants/end users.
* OEM sales/liaison – example Alstom/GE power
* International travel when necessary to support business needs
* to major consultants and end-users.

EDUCATION

HNC/HND Electronics, Electrical and Communications Engineering

ADDITIONAL COURSES

Lead Auditor – ISO9001 (BSI)

MS Office/Excel/Visio

Introduction to data communications and networking

Various leadership courses.

**CVT Distribution**

Sept 2016-Oct 2023

Ran a small company with one other mainly focused on barox switches. Closed the company during Covid.

**Technical Director EMEA**KBC Networks - Teston Maidstone | Jan 2004 – Aug 2016

* Responsibility for all technical aspects in EMEA
* Extensive travel to determine issues and solutions
* Business meetings including proof of concepts
* Training/presentations to consultants/end users.
* ISO9001 implementation and certification.
* Regular speaker at seminars and conferences including Met. Police and installers.
* Manage distribution channels. Training and support given to increase revenue.

Achievements:

* Major growth from start-up (200%) as part of team.
* Developed business with GE power (OEM) PCB.

**Technical Support Manager**International Fibre Systems | Maidstone | April 2000-Jan 2004

* Role similar to KBC above – IFS were acquired by GE and key members decided to start KBC.

Achievements:

* Part of team which saw major growth (300%)
* Implementation of compatibility plans, technical bulletins, and documentation systems.
* Connection drawings for all major manufacturers.

**Manufacturing Engineer/Technical Support Manager**

Alaris Medical Systems – Basingstoke| Feb 1993 – April 2000

* Technical Support to managers at affiliates and dealers in EMEA. Previously in manufacturing engineering.
* Quality manager – ISO9001 lead auditor trained (BSI)
* Handling of product recalls and all technical/safety matters.

Achievements:

* Set up and managed technical support lead for all EU and Middle east service centres
* Brought all product recalls in under budgets.
* Managed supplier audits and supplier selections.
* Training implemented for distribution channels.

**Production Supervisor/Manager**Panasonic/Kyushu Matsushita | Jan 1986 – Feb 1993

I was one of 2 of the first employees at the new plant in South Wales and spent 3 weeks in Japan training

* Main roles – management of 200 staff (including hiring)
* Manufacturing of typewriters, printers, phones and PABX systems

**Auto Insert machine/Wave solder machine operator/Manufacturing Engineer**Cifer PLC – Cwmbran/Melksham | March 1984 – Jan 1986

* Programming of auto-insert machines
* Operation/maintenance of machinery
* Automation/improvement of processes
* Promoted to Engineering – when the factory closed, I assisted with the relocation/training of all equipment and machinery/training.